

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Basic Operating Pro Forma

Indoor Tennis Center

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Income										
Memberships & User Fees	0	0	0	0	0	0	0	0	0	0
Day Passes	0	0	0	0	0	0	0	0	0	0
Program Revenues	74,000	77,000	80,000	83,000	86,000	89,000	93,000	97,000	101,000	105,000
Rental Revenues	129,000	134,000	139,000	145,000	151,000	157,000	163,000	170,000	177,000	184,000
Other Revenues	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Public Contribution for Operations	0	0	0	0	0	0	0	0	0	0
Contract Revenue / Corporate Clients	0	0	0	0	0	0	0	0	0	0
Total Revenue	207,000	215,000	223,000	232,000	241,000	250,000	260,000	271,000	282,000	293,000
Less: Bad Debt (5% of Memberships)	0	0	0	0	0	0	0	0	0	0
Less: Coupons and Promotions	-5,000	-5,200	-5,408	-5,624	-5,849	-6,083	-6,327	-6,580	-6,843	-7,117
Total Discount	-5,000	-5,200	-5,408	-5,624	-5,849	-6,083	-6,327	-6,580	-6,843	-7,117
Total Income	202,000	209,800	217,592	226,376	235,151	243,917	253,673	264,420	275,157	285,883
Expenses										
<i>Personnel Expense</i>										
Staff Salaries	45,000	47,000	49,000	51,000	53,000	55,000	57,000	59,000	61,000	63,000
Staff Benefits	3,500	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Subtotal - Personnel	48,500	51,000	53,000	55,000	57,000	59,000	61,000	63,000	65,000	67,000
<i>Operating Expenses</i>										
Management, Marketing & Administrative	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Utilities	26,500	28,000	29,000	30,000	31,000	32,000	33,000	34,000	35,000	36,000
Telephone	0	0	0	0	0	0	0	0	0	0
Repairs & Maintenance / Service Contracts	18,000	19,000	20,000	21,000	22,000	23,000	24,000	25,000	26,000	27,000
Janitorial	1,500	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Insurance & Miscellaneous Costs	0	0	0	0	0	0	0	0	0	0
Replacement Parts & Equipment Upgrades	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Contracts	18,000	19,000	20,000	21,000	22,000	23,000	24,000	25,000	26,000	27,000
Subtotal - Operating	70,000	74,000	77,000	80,000	83,000	86,000	89,000	92,000	95,000	98,000
Total Expenses	118,500	125,000	130,000	135,000	140,000	145,000	150,000	155,000	160,000	165,000
Net Operating Income	83,500	84,800	87,592	91,376	95,151	98,917	103,673	109,420	115,157	120,883
<i>Non-Mandatory Cash Transfers</i>										
Major Repair & Replacement Fund	10,100	10,490	10,880	11,319	11,758	12,196	12,684	13,221	13,758	14,294
Contributions To Other Funds	0	0	0	0	0	0	0	0	0	0
Subtotal - Non-Mandatory Transfers	10,100	10,490	10,880	11,319	11,758	12,196	12,684	13,221	13,758	14,294
Operating Coverage Ratio	1.70	1.68	1.67	1.68	1.68	1.68	1.69	1.71	1.72	1.73
Operating Revenues/Operating Expenses Ratio	170.5%	167.8%	167.4%	167.7%	168.0%	168.2%	169.1%	170.6%	172.0%	173.3%
Public Debt Service Contribution	0	0	0	0	0	0	0	0	0	0
Debt Service	35,788	35,788	35,788	35,788	35,788	35,788	35,788	35,788	35,788	35,788
Cash Flow After Mandatory Expenses	47,712	49,012	51,804	55,587	59,363	63,129	67,885	73,632	79,369	85,095
Cash Flow After All Expenditures	37,612	38,522	40,924	44,269	47,605	50,933	55,202	60,411	65,611	70,801
Cumulative Cash Flow After All Expenditures	37,612	76,134	117,058	161,327	208,931	259,864	315,066	375,477	441,088	511,889
Cumulative Replacement Reserve Fund	10,100	20,590	31,470	42,788	54,546	66,742	79,425	92,646	106,404	120,698

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Membership Income Projections

Indoor Tennis Center

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TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Operating Expenses/Revenues - Assumptions

Page 3

27-Oct-05

Indoor Tennis Center

Personnel Costs

Salary	\$75,992
Benefits	\$6,079

Non-Personnel Costs

Building Size	18,144
Management, Marketing & Administrative	\$2,500
Utilities Per Square Foot Per Year	\$2.50
Telephone Per Square Foot Per Year	\$0.00
Repair & Maint. / Service Contracts Per Square Foot Pe	\$0.85
Janitorial Per Square Foot Per Year	\$0.15
Insurance & Miscellaneous Per Square Foot Per Year	\$0.00
Replacement Parts & Equipment Upgrades	\$2,500
Total Contracts	\$15,000

Debt Service

Tax-exempt Interest Rate	5.00%
Tax-exempt Bond Term	20
Total Tax-exempt	100%
Capital Debt Coverage Ratio	110%
Years Until Opening	4
Expense Inflator	104%

Program Revenues

Aquatics Classes/Lessons & Program	\$0
Land Classes & Programs	\$21,024
Personal Training/Lessons	\$36,000
Camps	\$6,480
Subtotal Program Revenue	\$63,504

Rental Revenues

Aquatics Rentals	\$0
Facility Rentals	\$109,890
Subtotal Rental Revenue	\$109,890

Other Revenues

Drop-in Child Care	\$0
Other Classes	\$0
Net Vending Machine Sales	\$1,000
Trips/Events	\$2,500
Subtotal Other Revenue	\$3,500

Total Non-Pass Revenue \$176,894

Average Day Admission Rate \$5.00

Annual Revenue Inflator 104%

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Program Revenue

Indoor Tennis Center

[illegible]

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Rental Revenue

Indoor Tennis Center

Facility	Quantity	Hours Available/Wk	Utilization Rate	Hours Used/Wk	Rate/Hr	Total Revenue/Wk	Total Revenue
Meeting Room	0	0	40%	0	\$45	\$0	\$0
Multipurpose Room	0	0	0%	0	\$65	\$0	\$0
Indoor Tennis Court	3	220	80%	176	\$25	\$4,396	\$109,890
Gymnasium	0	0	0%	0	\$50	\$0	\$0
Total Rental Revenue:							\$109,890
Less Non-Profit Discount:							\$0
Net Total Rental Revenue:							\$109,890
25 Meter Pool	0	0	10%	0	\$180	\$0	\$0
50 Meter Pool	0			0.0	\$360	\$0	\$0
Pool Party Room	0	0	85%	0	\$40	\$0	\$0
Total Rental Revenue:							\$0
Less Non-Profit Discount:							\$0
Net Total Rental Revenue:							\$0

Total Hours of Operation per Week: 111
 Non-Profit Discount: 20%
 Percentage of Rentals by Non-Profit: 0%

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Personnel Assumptions

Page 6

27-Oct-05

Indoor Tennis Center

Position	Type	FTE	Hours	Rate	Wage	Salary	Benefits	Total
General Manager	FT	0.00		\$48,000		\$0	\$0	\$0
Assistant Manager	FT	0.00		\$42,000		\$0	\$0	\$0
Aquatics Operations Manager	FT	0.00		\$42,000		\$0	\$0	\$0
Fitness Manager	FT	0.00		\$42,000		\$0	\$0	\$0
Front Desk/Membership Sales/Accountir	FT	0.00		\$33,000		\$0	\$0	\$0
Building Operations Supervisor	PT	0.50		\$25,000		\$12,500	\$1,000	\$13,500
Front Desk Attendant	PT		5,772		\$11.00	\$63,492	\$5,079	\$68,571
Fitness Attendant	PT		0		\$11.00	\$0	\$0	\$0
Lifeguards	PT		0		\$10.25	\$0	\$0	\$0
		0.50	5,772			\$75,992	\$6,079	\$82,071

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Staffing Plan

Page 7
27-Oct-05

Indoor Tennis Center

Monday Through Friday (open 5:00 AM to 10:00 PM)

Facility Location/Position	1 05:00 AM	2 06:00 AM	3 07:00 AM	4 08:00 AM	5 09:00 AM	6 10:00 AM	7 11:00 AM	8 12:00 PM	9 01:00 PM	10 02:00 PM	11 03:00 PM	12 04:00 PM	13 05:00 PM	14 06:00 PM	15 07:00 PM	16 08:00 PM	17 09:00 PM	Total Weekly Hours Staffed	Total FTE
<u>Full-Time Personnel</u>																			
General Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Assistant Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Aquatics Operations Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Fitness Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Front Desk/Membership Sales/Accounting	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Building Operations Supervisor	0	0	0	1	1	1	1	0	0	0	0	0	0	0	0	0	0	20	0.50
<u>Part-Time Personnel</u>																			
Front Desk Attendant	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	85	2.76
Fitness Attendant	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Lifeguards	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Total	1	1	1	2	2	2	2	1	1	1	1	1	1	1	1	1	1	105	3.26

Saturday (open 6:00 AM to 8:00 PM)

Facility Location/Position	1 05:00 AM	2 06:00 AM	3 07:00 AM	4 08:00 AM	5 09:00 AM	6 10:00 AM	7 11:00 AM	8 12:00 PM	9 01:00 PM	10 02:00 PM	11 03:00 PM	12 04:00 PM	13 05:00 PM	14 06:00 PM	15 07:00 PM	16 08:00 PM	17 09:00 PM	Total Weekly Hours Staffed	Total FTE
<u>Full-Time Personnel</u>																			
General Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Assistant Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Aquatics Operations Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Fitness Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Front Desk/Membership Sales/Accounting	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Building Operations Supervisor	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
<u>Part-Time Personnel</u>																			
Front Desk Attendant	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	0	0	14	0.46
Fitness Attendant	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Lifeguards	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Total	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	0	0	14	0.46

Sunday (Open 8:00 AM to 8:00 PM)

Facility Location/Position	1 05:00 AM	2 06:00 AM	3 07:00 AM	4 08:00 AM	5 09:00 AM	6 10:00 AM	7 11:00 AM	8 12:00 PM	9 01:00 PM	10 02:00 PM	11 03:00 PM	12 04:00 PM	13 05:00 PM	14 06:00 PM	15 07:00 PM	16 08:00 PM	17 09:00 PM	Total Weekly Hours Staffed	Total FTE
<u>Full-Time Personnel</u>																			
General Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Assistant Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Aquatics Operations Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Fitness Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Front Desk/Membership Sales/Accounting	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Building Operations Supervisor	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
<u>Part-Time Personnel</u>																			
Front Desk Attendant	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	0	0	12	0.39
Fitness Attendant	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Lifeguards	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Total	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	0	0	12	0.39

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Preliminary Project Development Budget

Page 8
27-Oct-05

Indoor Tennis Center

Total Gross Square Footage = 18144

Hard Costs	
Site Acquisition Costs	\$0
1 Construction Contract Amount	
A. Enclosed Building	\$290,000
B. Sitework/Utilities/Parking	\$50,000
C. Inflation Adjustment (to Mid-point of Construction)	\$42,000
2 Furnishings, Fixtures & Equipment	\$10,000
Subtotal - Hard Costs	\$392,000
Soft Costs	
3 Architectural & Engineering	\$5,000
4 Additional A&E Services	\$0
5 Testing Fees, Surveys, Etc. (Allowance)	\$5,000
6 Local Fees, Permits, Reviews	\$5,000
7 Start-up Expenses	\$5,000
8 Direct Project Expenses	\$0
9 Project Management/Installation	\$14,000
10 Project Contingency @ 5% of Lines 1 through 9	\$20,000
Subtotal - Soft Costs	\$54,000
Total Project Costs	\$446,000
Equity Contribution	\$0
Total Amount Financed	\$446,000

13.78%
of Hard Costs

Notes:

- 1 Base building cost is based on the conceptual cost estimate developed by B&D with the outline program for the project. Cost estimates for sitework/utilities/parking are based on conceptual budgets. No professional cost estimating firm or construction company participated. These figures are preliminary and should be used for conceptual budgeting purposes only.
- 2 Based on B&D's experience with other similar projects, \$13 per net square foot has been allocated to include all "loose" equipment items and some installed items such as gymnasium equipment and audio/visual equipment.
- 3 7.5% of Lines 1A through 1D and 2. Scope of work would be limited to architectural and engineering of the structure and site design of area immediately impacted by construction. Programming services, renderings, models and other services not typically rendered under "Basic" services as defined by the AIA are not included. All expenses are included.
- 4 Budgeted as 10% of basic A & E services. Provides an allowance for discretionary changes, special studies, renderings and models.
- 5 Estimated based on B&D's recent experience on similar projects. Covers materials testing, soils tests, comprehensive topographical surveys, etc.
- 6 Preliminary estimate, assumes fees will be waived by local agencies.
- 7 Estimate based on hiring building general manager, and other key personnel well in advance of opening the facility. Assumed to be an operational cost in this case.
- 8 Budget allowance developed by B&D to cover cost of temporary office facilities for new staff as well as for travel to visit comparable facilities or any other special project related initiatives. Assumed to be an operational cost in this case.
- 9 Based on typical range for project management costs.
- 10 Budgeted at 10% of items 1 through 9. This is a modest contingency for this stage of project planning which will require careful management of the design process as well as the soft cost accounts.

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Outline Architectural Program

Page 9
27-Oct-05

Indoor Tennis Center

Preliminary Total Conceptual Budget = \$446,000

I. Free Zone

Program Elements	Quantity	Unit NASF	Total NASF	Cost/SF	Total Cost
A. Administrative Office Suite					
1 Director's Office	0	140	0	\$140	\$0
2 Assistant Director's Office	0	120	0	\$140	\$0
3 Staff Office	0	100	0	\$140	\$0
4 Buiding Operations Manager's Office	0	100	0	\$140	\$0
5 Business Manager's Office	0	80	0	\$140	\$0
6 Secretarial Work Station	0	60	0	\$140	\$0
7 Part-time Employee Work Station	0	50	0	\$140	\$0
8 Work Area	0	180	0	\$140	\$0
9 Marketing Production Area	0	100	0	\$140	\$0
10 Conference Room	0	180	0	\$140	\$0
11 Duplication/Administrative Area	0	100	0	\$140	\$0
12 Storage	0	60	0	\$140	\$0
13 Pantry/Lounge	0	120	0	\$140	\$0
14 Lobby	0	250	0	\$160	\$0
15 Admissions Control/Service Desk	0	100	0	\$160	\$0
Subtotal - Administrative Suite			0	#DIV/0!	\$0
B. Wellness Component					
1 Wellness Director's Office	0	120	0	\$140	\$0
2 Assistant Wellness Director's Office	0	100	0	\$140	\$0
3 Wellness Resource Room	0	200	0	\$140	\$0
4 Fitness Assessment & Testing Lab	0	200	0	\$140	\$0
5 Massage Therapy Room	0	200	0	\$140	\$0
6 Classroom/Meeting Room	0	400	0	\$140	\$0
7 Instructional Kitchen	0	600	0	\$150	\$0
8 Storage	0	120	0	\$130	\$0
Subtotal - Wellness Component			0	\$0	\$0
C. User Support					
1 Snack Bar/Vending Area	0	100	0	\$160	\$0
2 Snack Bar Storage	0	200	0	\$160	\$0
3 Social Lounge/Passive Activity Area	0	800	0	\$150	\$0
4 Child Care Area/Soft Play Room	0	1,000	0	\$150	\$0
5 Teen/Senior Center	0	2,500	0	\$150	\$0
6 Computer Center	0	250	0	\$150	\$0
7 Small Meeting Room	0	800	0	\$150	\$0
8 Medium Meeting Room	0	1,600	0	\$150	\$0
9 Large Meeting/Banquet Room	0	2,400	0	\$150	\$0
10 Meeting Room Storage	0	100	0	\$130	\$0
11 Meeting Room Kitchen/Servery	0	100	0	\$160	\$0
Subtotal - User Support			0	\$0	\$0
Subtotal - Free Zone			0	#DIV/0!	\$0

II. Activity Zone

Program Elements	Quantity	Unit NASF	Total NASF	Cost/SF	Total Cost
A. Gymnasiums					
1 Four Court Gymnasium - 84 ft courts	0	28,000	0	\$150	\$0
2 Four Court Gymnasium - 74 ft courts	0	20,000	0	\$150	\$0
3 Four Court Gymnasium Storage	0	600	0	\$130	\$0
4 Three Court Gymnasium - 84 ft courts	0	19,000	0	\$150	\$0
5 Three Court Gymnasium - 74 ft courts	0	15,000	0	\$150	\$0
6 Three Court Gymnasium Storage	0	400	0	\$130	\$0
7 Two Court Gymnasium - 84 ft courts	0	13,000	0	\$150	\$0
8 Two Court Gymnasium - 74 ft courts	0	11,000	0	\$150	\$0
9 Two Court Gymnasium Storage	0	300	0	\$130	\$0
10 One Court Gymnasium - 84 ft court	0	6,500	0	\$150	\$0
11 One Court Gymnasium - 74 ft court	0	5,700	0	\$150	\$0

12	One Court Gymnasium Storage	0	200	0	\$130	\$0
13	"MAC" Gymnasium/Field House	0	27,000	0	\$110	\$0
14	"MAC" Gymnasium/Field House Storage	0	400	0	\$100	\$0
15	Fixed Spectator Seating	0	6	0	\$155	\$0
16	Elevated Jogging Track	0	8,000	0	\$70	\$0
Subtotal - Gymnasiums				0	\$0	\$0
B. Specialized Activity Spaces						
1	Weight/Fitness Area	0	8,000	0	\$150	\$0
2	Weight/Fitness Area Storage	0	200	0	\$130	\$0
3	Low Ceiling Multipurpose, Large	0	4,000	0	\$150	\$0
4	Low Ceiling Multipurpose, Large Storage	0	400	0	\$130	\$0
5	Low Ceiling Multipurpose, Medium	0	3,000	0	\$150	\$0
6	Low Ceiling Multipurpose, Medium Storage	0	300	0	\$130	\$0
7	Low Ceiling Multipurpose, Small	0	2,000	0	\$150	\$0
8	Low Ceiling Multipurpose, Small Storage	0	200	0	\$130	\$0
9	Racquetball Court	0	800	0	\$150	\$0
10	Squash Court (American)	0	592	0	\$150	\$0
11	Squash Court (International)	0	672	0	\$150	\$0
12	Tennis Bubble (over existing courts)	3	6048	18,144	\$16	\$290,304
13	Climbing Wall	0	2,000	0	\$290	\$0
Subtotal - Specialized Activity Spaces				18,144	\$16	\$290,304
C. Natatorium						
1	50 Meter Competition Pool/Deck (50m x 25yd)	0	22,000	0	\$240	\$0
2	25 Meter Competition Pool/Deck (25m x 25yd)	0	9,700	0	\$240	\$0
3	25 Yard Competition Pool/Deck (25yd x 60ft)	0	8,100	0	\$240	\$0
4	Natatorium Lobby	0	500	0	\$150	\$0
5	"Dotted I" Diving Well	0	7,200	0	\$240	\$0
6	Therapy Pool	0	700	0	\$240	\$0
7	Sauna	0	300	0	\$210	\$0
8	Natatorium Spectator Seating	0	6	0	\$210	\$0
9	Aquatics Office	0	120	0	\$160	\$0
10	Safety Office	0	400	0	\$160	\$0
11	Wet Classroom/Party Room/Meet Office	0	500	0	\$160	\$0
12	Large Leisure Pool	0	10,500	0	\$270	\$0
13	Small Leisure Pool	0	3,000	0	\$270	\$0
14	Natatorium Filter/Storage	0	2500	0	\$140	\$0
15	Outdoor Splash Park	0	3000	0	\$90	\$0
Subtotal - Natatorium				0	\$0	\$0
Subtotal - Activity Zone				18,144	\$16	\$290,304

III. Support Zone

Program Elements		Quantity	Unit NASF	Total NASF	Cost/SF	Total Cost
1	Men's General Use Locker Room					
	-- Single Tier 12" Lockers	0	6	0	\$160	\$0
	-- Double Tier 12" Lockers	0	3	0	\$160	\$0
	-- Showers	0	27	0	\$160	\$0
	-- Toilets	0	23.4	0	\$160	\$0
	-- Urinals	0	12	0	\$160	\$0
	-- Grooming Stations	0	15	0	\$160	\$0
2	Women's General Use Locker Room					
	-- Single Tier 12" Lockers	0	6	0	\$160	\$0
	-- Double Tier 12" Lockers	0	3	0	\$160	\$0
	-- Showers	0	27	0	\$160	\$0
	-- Toilets	0	23.4	0	\$160	\$0
	-- Grooming Stations	0	15	0	\$160	\$0
3	Family Changing Room	0	800	0	\$160	\$0
4	Sauna	0	100	0	\$170	\$0
5	Equipment Checkout	0	250	0	\$130	\$0
6	Laundry Room	0	250	0	\$130	\$0
7	General Building Storage	0	200	0	\$130	\$0
8	Maintenance/Service Area	0	200	0	\$130	\$0
Subtotal Support Zone				0	#DIV/0!	\$0

Total Base NASF		18,144	\$16	\$290,304
Building Core & Circulation @ Efficiency Factor of:	100.0%	0	\$130	\$0
Total Base Building Envelope		18,144	\$16	\$290,304

Indoor Tennis Center

Activity Allocations and Maximum Participants

Activity	Units	Quantity	Unit NASF	Total NASF	Allocation Units Per NASF	Units	Total
Basketball/Other Gym	Courts	0	#DIV/0!	0	0	People	0
Track	Square Feet	0	0	0	250	Square Feet	0
Weight/Fitness	Square Feet	0	8,000	0	45	Square Feet	0
Multipurpose Room	Square Feet	0	#DIV/0!	0	45	Square Feet	0
Racquetball/Squash	Courts	0	800	0	2	People	0
Tennis	Courts	3	6,048	18,144	2.0	People	6
Lap Pool	Lanes	0	#DIV/0!	0	3	People	0
Leisure Pool/Spa	Square Feet	0	#DIV/0!	0	75	Square Feet	0
Snack Bar/Vending	Square Feet	0	100	0	50	Square Feet	0
Other Public Spaces	Square Feet	1	0	0	150	Square Feet	0
Maximum Participants at One Time							6

Activities Duration Breakdown By Different Periods of the Day

Activity	Activity Duration	Hours					
		5 AM -8 AM	8 AM -Noon	Noon - 1 PM	1 PM -5 PM	5 PM -8 PM	8 PM -10 PM
Basketball	1.50	2.00	2.67	0.67	2.67	2.00	1.33
Track	0.50	6.00	8.00	2.00	8.00	6.00	4.00
Weight/Fitness	1.25	2.40	3.20	0.80	3.20	2.40	1.60
Multipurpose Room	1.00	3.00	4.00	1.00	4.00	3.00	2.00
Racquetball/Squash	1.00	3.00	4.00	1.00	4.00	3.00	2.00
Tennis	1.50	2.00	2.67	0.67	2.67	2.00	1.33
Lap Pool	1.00	3.00	4.00	1.00	4.00	3.00	2.00
Leisure Pool/Spa	1.00	3.00	4.00	1.00	4.00	3.00	2.00
Snack Bar/Vending	0.50	6.00	8.00	2.00	8.00	6.00	4.00
Other Public Spaces	0.50	6.00	8.00	2.00	8.00	6.00	4.00

Utilization Rates During Periods of the Day

Activity	Hours					
	5 AM -8 AM	8 AM -Noon	Noon - 1 PM	1 PM -5 PM	5 PM -8 PM	8 PM -10 PM
<i>Utilization Rate</i>						
Basketball	10%	10%	25%	30%	80%	50%
Track	20%	15%	50%	20%	80%	30%
Weight/Fitness	25%	10%	50%	20%	90%	40%
Multipurpose Room	25%	25%	50%	25%	75%	30%
Racquetball/Squash	10%	25%	50%	20%	80%	30%
Tennis	80%	80%	80%	80%	80%	80%
Lap Pool	50%	25%	75%	50%	100%	50%
Leisure Pool/Spa	0%	10%	5%	25%	60%	0%
Snack Bar/Vending	0%	10%	5%	25%	60%	0%
Other Public Spaces	0%	10%	5%	25%	60%	0%

Activity	Hours						Total
	5 AM -8 AM	8 AM -Noon	Noon - 1 PM	1 PM -5 PM	5 PM -8 PM	8 PM -10 PM	
Basketball	0	0	0	0	0	0	0
Track	0	0	0	0	0	0	0
Weight/Fitness	0	0	0	0	0	0	0
Multipurpose Room	0	0	0	0	0	0	0
Racquetball/Squash	0	0	0	0	0	0	0
Tennis	10	13	3	13	10	6	54
Lap Pool	0	0	0	0	0	0	0
Leisure Pool/Spa	0	0	0	0	0	0	0
Snack Bar/Vending	0	0	0	0	0	0	0
Other Public Spaces	0	0	0	0	0	0	0

Grand Total

Total Users - Breakdown					
Totals	Total	Programs/ Classes	Day Admissions	Member Admissions	Total Memberships~
<i>Percent</i>		25%	0%	75%	
Total Users Per Day	54	14	0	41	
Total Users Per Week#	326	82	0	245	
Total Users Per Year*	16,320	4,080	0	12,240	245

Notes

- # - Per day multiplied by 6 (Saturday and Sunday are counted as one day)
- * - Open 50 weeks per year
- ~ - Assumes 1 visit per week for 50 weeks for each member

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Membership Sales

Indoor Tennis Center

Type of Pass		Total	Residents	Fee Level	Renewal Rate	Total	Non-Resident	Fee Premium	Renewal Rate	Total	Grand Total
Single Pass	Full Year	80	64	\$0.00	1.0	\$0	16	140%	1.0	\$0	\$0
2 Person Pass	Full Year	40	32	\$0.00	1.0	\$0	8	140%	1.0	\$0	\$0
Senior Single Pass	Full Year	20	16	\$0.00	1.0	\$0	4	140%	1.0	\$0	\$0
Senior 2 Person Pass	Full Year	10	8	\$0.00	1.0	\$0	2	140%	1.0	\$0	\$0
Family Pass	Full Year	20	16	\$0.00	1.0	\$0	4	140%	1.0	\$0	\$0
Subtotal		170	136			\$0	34			\$0	\$0

Inflate Fee Level Each Year

4%

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Year One Membership Sales

Page 12

27-Oct-05

Indoor Tennis Center

<i>Resident Memberships</i>		1st Period	2nd Period	3rd Period	4th Period	Total
Single Pass	Full Year	19.2	16	16	12.8	64
2 Person Pass	Full Year	9.6	8	8	6.4	32
Senior Single Pass	Full Year	4.8	4	4	3.2	16
Senior 2 Person Pas	Full Year	2.4	2	2	1.6	8
Family Pass	Full Year	4.8	4	4	3.2	16
Subtotal		40.8	34	34	27.2	136
Total Resident Membership		40.8	34	34	27.2	136

<i>Non-Resident Memberships</i>		1st Period	2nd Period	3rd Period	4th Period	Total
Single Pass	Full Year	4.8	4	4	3.2	16
2 Person Pass	Full Year	2.4	2	2	1.6	8
Senior Single Pass	Full Year	1.2	1	1	0.8	4
Senior 2 Person Pas	Full Year	0.6	0.5	0.5	0.4	2
Family Pass	Full Year	1.2	1	1	0.8	4
Subtotal		10.2	8.5	8.5	6.8	34
Total Non-Resident Membership		10.2	8.5	8.5	6.8	34

% 1st Year Members Who Join 1st Period	30.0%
% 1st Year Members Who Join 2nd Period	25.0%
% 1st Year Members Who Join 3rd Period	25.0%
% 1st Year Members Who Join 4th Period	20.0%
1st Month of 1st Membership Period	1
1st Month of 2nd Membership Period	4
1st Month of 3rd Membership Period	7
1st Month of 4th Membership Period	10

TOWN OF LEESBURG
IDA LEE RECREATION CENTER EXPANSION
Year One Membership Revenue

Indoor Tennis Center

<i>Resident Memberships</i>		<i>Amount</i>	<i>1st Period</i>	<i>2nd Period</i>	<i>3rd Period</i>	<i>4th Period</i>	<i>Total</i>
Single Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
2 Person Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
Senior Single Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
Senior 2 Person Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
Family Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
Subtotal			\$0	\$0	\$0	\$0	\$0
Total Resident Membership			\$0	\$0	\$0	\$0	\$0

<i>Non-Resident Memberships</i>		<i>Amount</i>	<i>1st Period</i>	<i>2nd Period</i>	<i>3rd Period</i>	<i>4th Period</i>	<i>Total</i>
Single Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
2 Person Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
Senior Single Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
Senior 2 Person Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
Family Pass	Full Year	\$0.00	\$0	\$0	\$0	\$0	\$0
Subtotal			\$0	\$0	\$0	\$0	\$0
Total Non-Resident Membership			\$0	\$0	\$0	\$0	\$0